

Message Text

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UNCLAS CALCUTTA 2729

E.O. 11652: NA
TAGS: BTIO, IN
SUBJECT: INVESTMENT OPPORTUNITY: A CALCUTTA FIRM SPECIALIZING
IN THE FIELD OF MANUFACTURING FOUNDRY, MATERIAL HANDLING, AND
STEEL PLANTS AND EQUIPMENT SEEKS US TECHNICAL COLLABORATION.

1. MR. SOUMEN N. CHATTERJEE, MANAGING DIRECTOR, UNITED
INDIAN ENGINEERS PRIVATE LTD., UIEPL, 1-B CONVENT ROAD,
CALCUTTA 700014, WEST BENGAL, INDIA (GRAM: UNIBONGO-
CALCUTTA; PHONE: 24-0992) HAS MADE AN URGENT REQUEST TO
ASSIST HIM IN LOCATING AND PUTTING HIS FIRM IN TOUCH WITH
AMERICAN COMPANIES INTRESTED IN COLLABORATING WITH THE
INDIAN FIRM FOR MANUFACTURING IN INDIA THE FOLLOWING
MATERIAL HANDLING PLANT AND EQUIPMENT.

1. GRAIN STORAGE, HANDLING, CLEANING, AND ASPIRATION
APPARATUS: OTHER EQUIPMENT CONNECTED WITH BULK STORAGE
OF GRAIN;

2. PASSENGER AND FREIGHT ELEVATORS. (PRESENTLY
THERE ARE ONLY TWO/THREE MAJOR MANUFACTUERRS OF
ELEVATORS IN THE COUNTRY, AND NOE BASED IN THE
EASTERN REGION.)

3. MAGNETS, MAGNETIC SEPARATORS, ETC.

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(MR. CHATTERJEE EXPRESSED A SPECIAL INTREST IN
THE DINGS COMPANY OF MILWAUKEE, WISCONSIN),
4. BELT WEAIGHERS; DIGITAL WEIGHTING ATTACHMENTS
FOR CRANES;
5. TOWER CRANES.

2. ACTIVITES OF THE INDIAN COMPANY; ACCORDING TO

MR. SOUMEN CHATTERJEE'S
STATEMENT, UIEPL ARE ONE OF
THE LEADING SPECIALIWS AND ARE FUNCTIONING BROADLY
IN THE FIELD OF MANUFACTURING MATERIAL HANDLING
PLANT AND EQUIPMENTS; STEEL AND FOUNDRY PLANTS.
RECENTLY, UIEPL HAS ASSOCIATED WITH A MEMBER OF A
GROUP OF WELL-KNOWN BRITISH BASED COMPANIES-JAMES
WARREN AND COMPANY (INDIA) LIMITED IN CALCUTTA,
(GROUP'S ANNUAL TURNOVER IN 1976 WAS POUND-STERLING
15,913,214). UIEPL AND JAMES WARREN ARE IN THE
PROCESS OF FORMING A NEW COMPANY IN THE NAME OF
WARREN UNITED LIMITED, TO FABRICATE AND MANUFACTURE
JOINTLY VARIOUS MATERIAL HANDLING PLANTS AND
EQUIPMENT, COATED RAILS, LINED TANKS FOR STEEL PLANTS
ETC., FOF THE INDIAN EXPORT MARKETS.

3. ACTION REQUESTED: MR. SOUMEN CHATTERJEE, WHO MADE
A VERY FAVORABLE IMPRESSION ON US AS A PROMISING
TECHNICAL INDUSTRIALIST, IS PLANNING A VISIT TO THE
UNITED STATES AND HIS TENTATIVE DATE OF ARRIVAL AT
WASHINGTON IS MIDDLE OF JANUARY 1978. HE EXPECTS TO
FINALIZE HIS ITINERARY BY THE END OF DECEMBER 1977.
COMMERCE IS REQUESTED TO (A) PLAN TO RECEIVE MR.
CHATTERJEE IN WASHINGTON, (B) TO DISSEMINATE FOREGOING
INTRESTS AMONG APPROPRIATE AMERICAN FIRMS AND
SCHEDULE APPOINTMENTS AND PLANT VISIT UPON MR.
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CHATTERJEE'S ARRIVAL IN WASHINGTON. AN ANNOUNCEMENT
IN COMMERCE TODAY MAY ALSO PUBLICIZE MR. CHATTERJEE'S
VISIT TO THE UNITED STATES. (CURRENT WTDR IS NOT ON
FILES EITHER UIEPL OR JAMES WARREN).
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